

Medium to Large Deals in Pipeline- Expansion: Average Wage Economic Development

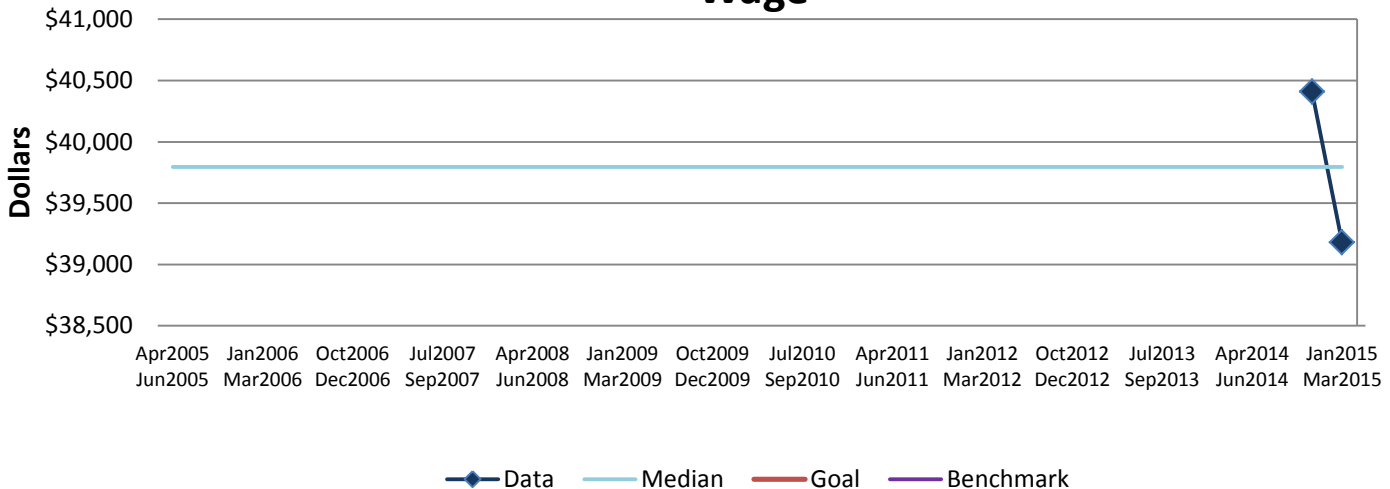


KPI Owner: Rebecca Fleischaker

Process: Business Expansion

Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary			
Baseline: TBD Goal: TBD Benchmark: TBD		Data Source: Salesforce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Average wage of company reported data Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9 Next Improvement Step: Increase average wage of expanding existing businesses			
How Are We Doing?						
Apr2010-Mar2015 5 Year Goal	Apr2010-Mar2015 5 Year Average		Jan2015-Mar2015 Goal	Jan2015-Mar2015 Actual		
TBD	\$39,637		TBD	\$39,179		
Dollars	Dollars		Dollars	Dollars		

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The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.